

FIG. 1.

computer-readable storage medium(s) of web server(s)		
Conventional Modules	Web Site	Other Modules
Client Administration Modules	Administrative Data For Macroentity Modules	
Designer / Editor Module	Administrative Data For Subentity Modules	
	Data For Subentity Modules	
	Administrative Data For Aggregate Accounts Module	
Security System Module	Formula Module	
	Administrative Data For Groups Module	
	Value Data For Group Modules	
	Screen Displays Module	
	Calculator Modules	

FIG. 2.

Administrative Data For Macroentity Module
Information For Affiliated Subentities Module
Account 1 mapping instructions and identifier
Account 2 mapping instructions and identifier
Account 3 mapping instructions and identifier
...

FIG. 3.

Administrative Data For Subentity Module
Account Information Module and / or Macro Entity affiliation
name / address
names(s) of users and security-related right(s) of user(s), including password(s)

FIG. 4.

FIG. 5.

Data For Subentity Module			
Account Balances	Aggregate Account Values	Performance Indicator Values for Period	Performance Indicator Values for YTD
Account 1 Balance	Aggregate Account 1 Value	Performance Indicator 1 Value	Performance Indicator 1 YTD Value
Account 2 Balance	Aggregate Account 2 Value	Performance Indicator 2 Value	Performance Indicator 1 YTD Value
Account 3 Balance	Aggregate Account 3 Value	Performance Indicator 3 Value	Performance Indicator 1 YTD Value
...

FIG. 6.

FIG. 7.

Administrative Data For Aggregate Accounts Module	
Definitions For Aggregate Account 1	Definitions For Aggregate Account 2
Identifier 1	Identifier 2
definition for Macroentity 1 (e.g., for each Subentity affiliated with Macroentity 1, Aggregate Account 1-2 for the Subentity) is the sum of Account Balances 1-2 for the Subentity)	definition for Macroentity 1 (e.g., for each Subentity affiliated with Macroentity 2, Aggregate Account 2 is the sum of Account Balances 5-8 for the Subentity)
definition for Macroentity 2 (e.g., for each Subentity affiliated with Macroentity 2, Aggregate Account 1-3 for the Subentity) is the sum of Account Balances 1-3 for the Subentity)	definition for Macroentity 2 (e.g., for each Subentity affiliated with Macroentity 2, Aggregate Account 2 is the sum of Account Balances 5-9 for the Subentity)
definition for Macroentity 3 (e.g., for each Subentity affiliated with Macroentity 3, Aggregate Account 1-4 for the Subentity) is the sum of Account Balances 2-4 for the Subentity)	definition for Macroentity 3 (e.g., for each Subentity affiliated with Macroentity 3, Aggregate Account 2 is the sum of Account Balances 7-8 for the Subentity)
• . .	• . .

Formula Module	
Formula 1	Formula 2B
Formula Label 1	Formula Label 2
Formal Symbol 1	Formal Symbol 2

Equation 1 (includes one or more inputs selected from group including Account Balances, Aggregate Accounts and Formula Symbols, and output is Performance Indicator 1 (e.g., Performance Indicator 1 = Aggregate Account 1 Value + Aggregate Account 2 Value))

Equation 2 (includes one or more inputs selected from group including Account Balances, Aggregate Accounts and Formula Symbols, and output is Performance Indicator 2 (e.g., Performance Indicator 2 = Aggregate Account 1 Value + Aggregate Account 3 Value))

FIG. 8.

Administrative Data For Groups Module				
Group 1	Group 2	Group 3	Group 4	...
Subentity 1	Subentity 3	Subentity 1	Group 1	...
Subentity 2	Subentity5	Group 2	Group 2	...
Subentity 3				

FIG. 9.

Frame Of Reference Value Module				
Frame Of Reference Values for Performance Indicator 1 for YTD for Period	Frame Of Reference Values for Performance Indicator 2 for YTD for Period	Average Value	Average Value	...
Average Value	Average Value	Minimum Value	Minimum Value	...
Minimum Value	Minimum Value	Maximum Value	Maximum Value	...
Maximum Value	Maximum Value	Sum	Sum	...
Sum	Sum			

FIG. 10.

FIG. 11.

Rating Value Data Module for Group 2			
Performance Indicator 1		Performance Indicator 2	
for Period	for YTD	for Period	...
Rating Value for Subentity 3	Rating Value for Subentity 3	Rating Value for Subentity 3	...
Rating Value for Subentity 5	Rating Value for Subentity 5	Rating Value for Subentity 5	...

FIG. 12.

Screen Displays Module		
for Macroentity 1	for Macroentity 2	...
Screen Display 1A	Screen Display 2A	...
Screen Display 1B	Screen Display 2B	...
Screen Display 1C	Screen Display 2C	...
...

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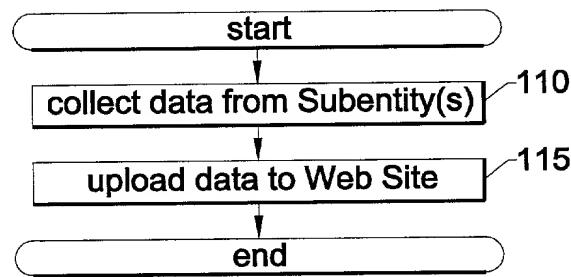


FIG. 13.

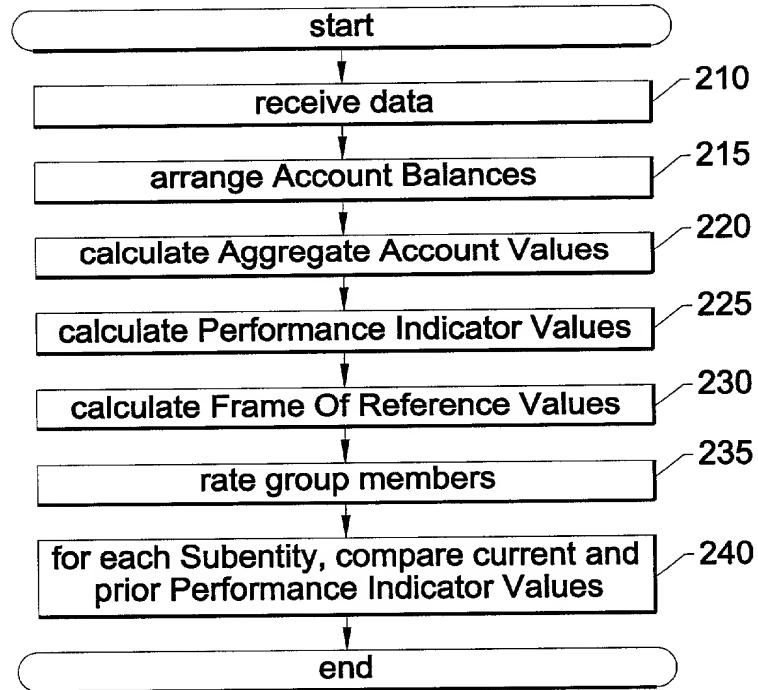


FIG. 14.

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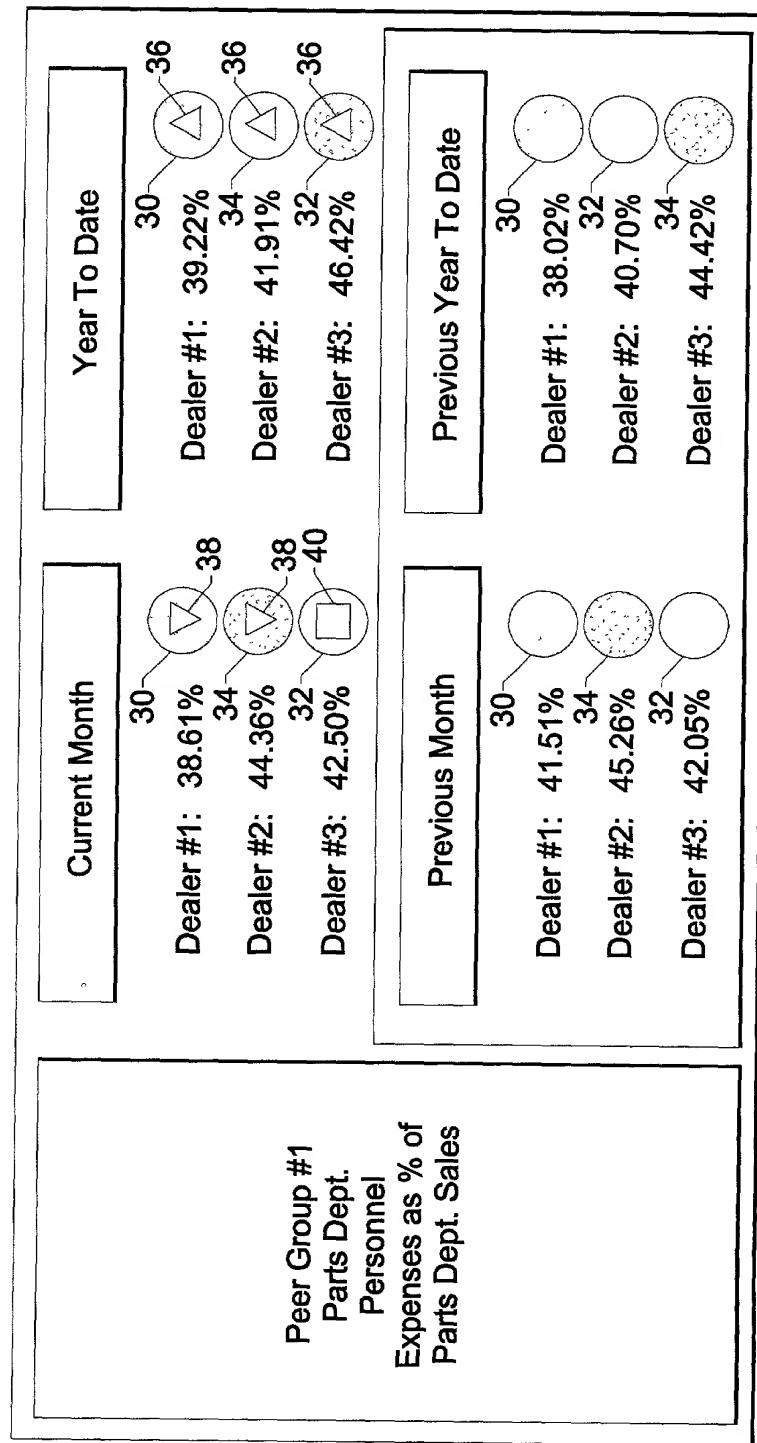


FIG. 15.

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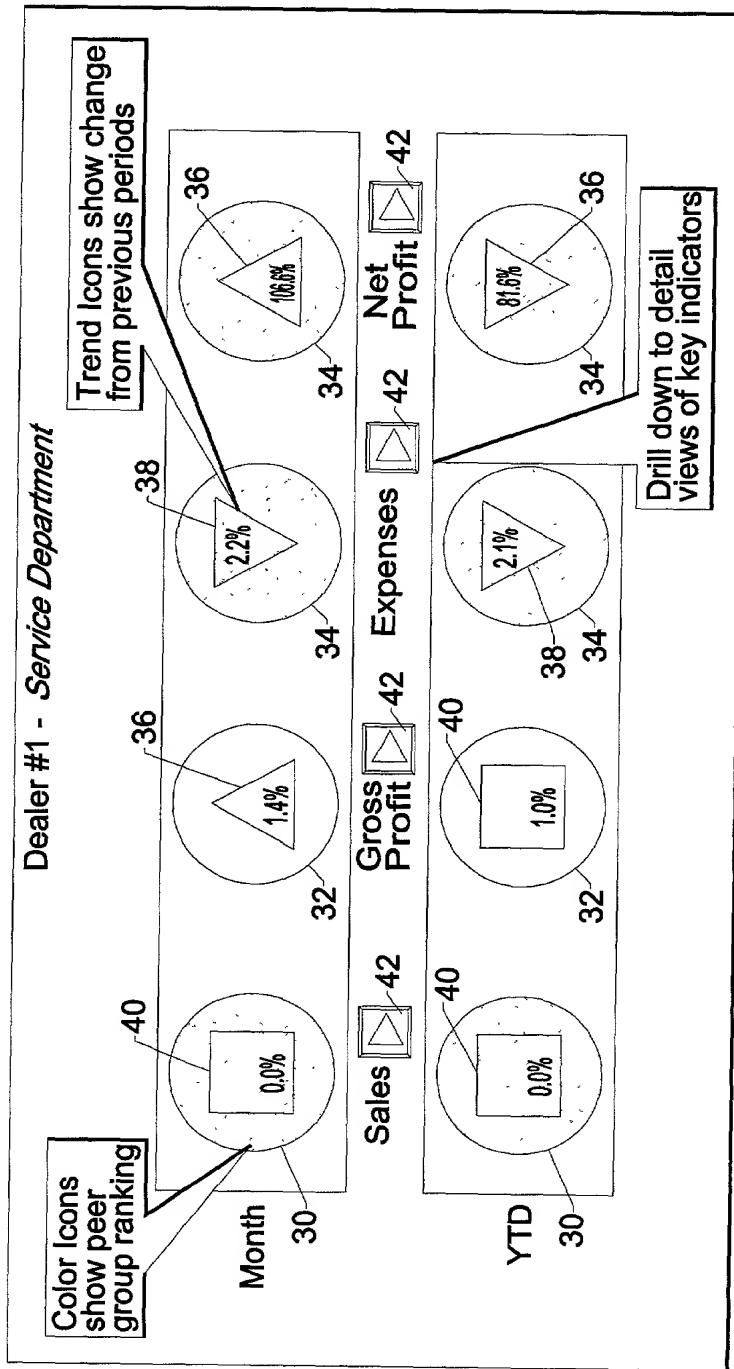


FIG. 16.

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Dealer #1 - Service Department	
Sales	PERCENT OF TOTAL LABOR SALES
Customer Pay Sales:	Month 55.96% (D) YTD 57.00% (D)
Service Contract Sales:	.00% (D) .00% (D)
Warranty Sales:	40.39% (A) 38.53% (D)
Internal Sales:	3.66% (D) 4.47% (D)
<i>Performance Indicators</i>	
Market Penetration:	22.87% (D) 24.26% (D)
Average Hrs. per Customer Pay R.O.:	3.28 (D) 3.19 (D)
Warranty Receivables as % of Warranty Sls:	191.52% (A) 170.65% (D)
Parts Sales per \$1 Labor - Customer Pay:	\$1.34 (A) \$1.19 (D)
Parts Sales per \$1 Labor - Warranty:	\$.38 (D) \$.55 (D)
Parts Sales per \$1 Labor - Internal:	2.52 (D) \$2.96 (D)
Technician Efficiency:	136.10% (D)
Shop Productivity:	73.50% (D)

FIG. 17.

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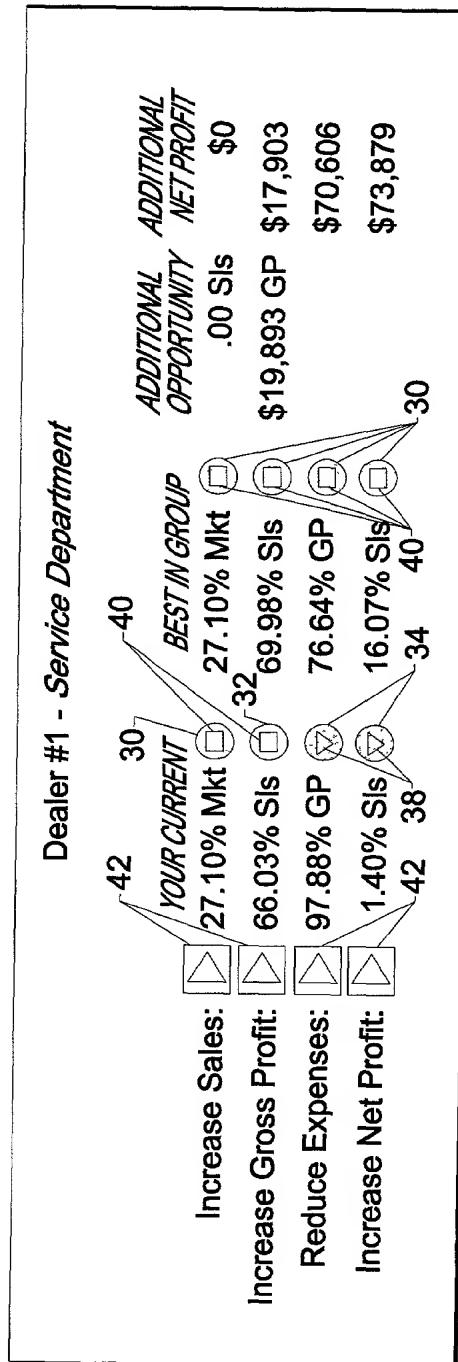


FIG. 18.

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64		Dealer #1 - Service Department		Active	
As of 12/2000 ▶		Reduce Semi-Fixed Expenses			
ACTION ITEMS		Add	Delete	Person Resource Notes	
Reduce Policy - Service/Parts/Body Expense as % of Total Dep Reduce Service Loaner Vehicles Expense as % of Total Dep					
46		48	50	52	
START DATE 10/01/2000 ▶		END DATE 12/15/2000 ▶	TARGET PERFORMANCE 4	TARGET \$ IMPROVEMENT/MO. \$10,914.81	
START DATE PERFORMANCE 7.60%		44 PERFORMANCE THIS MONTH	54 \$ IMPROVEMENT THIS MONTH \$9,411.53		
62 TIME ELAPSED		53 AVERAGE PERFORMANCE 9.34%	58 AVERAGE \$ IMPROVEMENT \$16,650.39		
PROGRESS TO TARGET 3034%		56 TOTAL IMPROVEMENT ACHIEVED TO DATE \$33,300.77	60	64	

FIG. 19.

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